

Message Text

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ACTION COME-00

INFO OCT-01 ARA-11 EUR-25 ADP-00 EB-11 COA-02 INT-08 XMB-07

OPIC-12 AID-20 IGA-02 TRSE-00 CIAE-00 INR-10 NSAE-00

RSC-01 PA-03 PRS-01 USIA-12 AGR-20 RSR-01 L-03 IO-12

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R 301528 Z MAR 73

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 7018

INFO AMCONSUL GUAYAQUIL

AMEMBASSY WARSAW

C O N F I D E N T I A L SECTION 1 OF 2 QUITO 1647

FOR COMMERCE

E. O. 11652: GDS

TAGS: EFIS, EC, PL

SUBJECT: POLISH OFFER RE ECUADOREAN FISHING INDUSTRY

REF: QUITO 1062, 0923

1. SUMMARY. CONTRARY TO IMPLICATIONS IN LOCAL PRESS, POLISH COMMERCIAL FISHING MISSION IN QUITO IS UNLIKELY TO REACH AGREEMENT ON CONDITIONS IMPOSED BY GOE FOR JOINT VENTURE FOR THE CATCHING AND PROCESSING OF CERTAIN SPECIES OF FISH IN ECUADOREAN TERRITORIAL WATERS. DESPITE PUBLICITY BUILDING UP MISSION AS INTERESTED IN A " BI-NATIONAL FISHING INDUSTRY," POLES APPEAR TO HAVE PROPOSED MERELY TO ADD ON SOME FACILITIES, AT A LATER DATE, TO ECUADOREAN FISHING COMPLEX. END SUMMARY

2. A POLISH COMMERCIAL MISSION, LED BY POLISH CHARGE IN QUITO, JAN JANISZEWSKI, BEGAN SERIES OF TALKS WITH MINISTRY OF NATURAL RESOURCES OFFICIALS MARCH 21 REVOLVING AROUND POLISH OFFER OF TECHNICAL AND OTHER ASSISTANCE TO ECUADOREAN FISHING INDUSTRY. BESIDES JANISZEWSKI, POLISH
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DELEGATION CONSISTED OF ALBERT GAUZIEWSKI, POLISH DIRECTOR OF FISHING AND FOREIGN COOPERATION, AND TECHNICAL EXPERTS STANISLAW SZYNANSKI AND JERRY KOMPANSKI. INCLUDED IN DISCUSSIONS ON THE ECUADOREAN SIDE WERE SUBSECRETARY FOR FISHERIES, CAPITAN DE FRAGATA RODRIGO RIVADENEIRA, VICENTE TAMARIZ PALACIOS, MANAGER OF NATIONAL FISHING COMPANY, AND DR. LUIS ARUAGA M., EXECUTIVE DIRECTOR OF NATIONAL FISHING INSTITUTE.

3. LOCAL PRESS REPORTS THAT POLES ARE INTERESTED IN FOLLOWING COOPERATIVE VENTURES: A) BI- NATIONAL AGREEMENT FOR PURPOSE OF RESEARCH TO MAKE POSSIBLE THE USE, ON A COMMERCIAL BASIS, OF CERTAIN SPECIES OF FISH FOUND OFF ECUADOR; B) PROVISION OF POLISH EXPERTS TO ADVISE GOE ON A NUTRITION PROJECT AIMED AT IMPROVING PROTEIN CONTENT IN CONSUMER S' DIET THROUGH GREATER USE OF FISH PRODUCTS. C) EVENTUAL ESTABLISHMENT OF BI- NATIONAL FISHING INDUSTRY AT GOVERNMENT LEVEL. MISSION HAS EVIDENTLY STATED THAT PART OF OFFER WOULD BE ESTABLISHMENT OF SCHOLARSHIPS FOR TRAINING OF ECUADOREAN FISHERMEN IN SECONDARY AND HIGHER FISHING SCHOOLS IN POLAND. THE LAST STAGE WOULD BE A BI- NATIONAL COMPANY FOR CATCHING, PROCESSING AND MARKETING FISH.

4. RIVADENEIRA INFORMED EMBOFF THAT POLISH MISSION IS INTERESTED IN CAPTURE OF ARDINES AND OTHER FISH AND FISHING COMPLEX, AND HAS PRESENTED OFFER FOR CONSTRUCTION OF FISHING COMPLEX, AND HAS PRESENTED OFFER FOR CONSTRUCTION OF FISHING VESSELS FOR CAPTURE OF SPECIES OF SMALL FISH OFF ECUADOR. ACCORDING TO RIVADENEIRA, HOWEVER, POLES HAVE ALSO MADE OFFER TO CONSTRUCT FISHING COMPLEX.

5. EMBOFF ALSO APPROACHED POLISH CHARGE JANISZEWSKI MARCH 26 FOR POLISH VERSION OF OFFER. CHARGE DENIED OFFER HAS ANY CONNECTION WITH TUNA. ACCORDING TO LATTER, POLES HAVE NO EXPERIENCE WITH TUNA AND OFFER INVOLVES ONLY TECHNICAL AND MATERIAL ASSISTANCE TO GOE FOR CAPTURE AND PROCESSING OF OTHER SPECIES OF FISH NOW CONSIDERED OF MARGINAL VALUE IN ECUADOR. LOCAL NAMES OF FISH ARE PINCHAGUA (OPISTHONEMA LIBERTATE), A SARDINE, MERLUZA (MERLUCCIOUS GAYI), OR HAKE, AND GALLINETA (PRIONOTUS RUSCARIUS; PRIONOTUS ALBEROSTRIS) OR SEA ROBIN. C(COMMENT: CONFIDENTIAL

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EMBOFF WAS SHOWN COPY OF OFFER PRESENTED TO MINISRY WHICH

INCLUDED NAMES OF FISH). AS FIRST STAGE, POLES HAVE OFFERED ARRANGEMENT BY WHICH TWO POLISH FISHING VESSELS WOULD FISH ECUADOREAN WATERS FOR THESE SPECIES, AND ASSIST IN STUDY TO DETERMINE COMMERCIAL USE. ONE USE SUGGESTED WOULD BE FISH FLOUR; OTHER USE WOULD BE HIGH PROTEIN DERIVATIVES TO IMPROVE DIET OF POPULATION. LATER STAGES WOULD INCLUDE POSSIBLE TRAINING OF LOCAL FISHERMEN IN POLISH SCHOOLS, AND ASSISTANCE FOR CONSTRUCTION OF FISHING VESSELS TO IMPROVE CATCH. JANISZEWSKI COULD NOT DESCRIBE VESSELS, NOR EVEN TECHNICAL ASPECTS INVOLVED IN THIS KIND OF FISHING.

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INFO OCT-01 ARA-11 EUR-25 ADP-00 EB-11 COA-02 INT-08 XMB-07

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C O N F I D E N T I A L SECTION 2 OF 2 QUITO 1647

6. JANISZEWSKI EMPHASIZED THAT OFFER WAS STRICTLY COMMERCIAL IN NATURE, BUT THAT HE DOUBTED THAT POLAND WOULD FOLLOW THROUGH UNDER CONDITIONS IMPOSED BY GOE. SPECIES OF FISH IN QUESTION ARE WORTH ABOUT \$16 A TON. SINCE PRICE HARDLY COMPENSATES POLES FOR OPERATION OF VESSELS, POLES HAVE REQUESTED PERMISSION TO FISH TUNA WITHOUT A LICENSE IN AMOUNT SUFFICIENT ONLY TO COVER OPERATING COSTS. GOE HAS REFUSED, AND HAS AGREED ONLY THAT, SHOULD VENTURE PROVE PROFITABLE IN THE FUTURE, PROFITS WOULD BE SHARED 80-20 PER CENT IN ECUADOR'S FAVOR. THE ODDS ARE SUCH THAT THE POLES ARE MOST LIKELY TO WITHDRAW THEIR OFFER. JANISZEWSKI SAYS HIS SUPERIORS

IN WARSAW THINK HE IS SOMEWHAT DEMENTED TO SUPPORT SUCH A PROPOSAL. HE SPENT CONSIDERABLE TIME LAMENTING POLAND'S UNSUCCESSFUL ATTEMPTS TO COLLECT BAD DEBTS FROM ECUADOREANS. IN PARTICULAR, SAID CHARGE, POLAND HAS BEEN WAITING SEVERAL YEARS TO COLLECT \$4 MILLION COST OF CONSTRUCTION PROJECT IN MANTA. (COMMENT: JANISZEWSKI WAS OBVIOUSLY REFERRING TO SALE OF ABOUT \$5 MILLION FOR ELECTRICAL EQUIPMENT BY POLISH FIRM ELEKTRIM IN JANUARY 1969 TO ELECTRIFY MANABI PROVINCE, WHOSE CAPITAL IS MANTA. EQUIPMENT WAS PURCHASED BY INECEL, ECUADOREAN ELECTRIFICATION INSTITUTE).

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7. POLISH CHARGE SAID THAT HIS GOVERNMENT HAS NO INTEREST IN TUNA, AND HAUDQIMCMPIQ APPROACH TO THE GOE TO BUILD \$30 MILLION FISHING COMPLEX. HOWEVER, IF THE FIRST STAGES OF THE COOPERATIVE VENTURE ON SMALL SPECIES OF FISH PROVED SUCCESSFUL, POLAND WOULD ASSOCIATE ITSELF WITH ECUADOR IN CONSTRUCTING A PROCESSING PLANT FOR THIS TYPE OF FISH, POSSIBLY AN ADDENDUM TO THE FISHING COMPLEX.

8. JANISZEWSKI ADDED THAT POLAND DOES NOT WANT TO BECOME INVOLVED IN TUNA DISPUTE. IT IS WELL KNOWN, HE SAID, THAT POLAND DOES NOT SUPPORT ECUADOR'S CLAIM TO A 200 MILE TERRITORIAL SEA.

9. COMMENT: POLISH INTEREST IN A COOPERATIVE FISHING VENTURE HAS BEEN EVIDENT SINCE MARCH 1972, WHEN POLISH MINISTRY OF FISHERIES ALLEGEDLY WAS PROVIDED WITH PRECISE SPECIFICATIONS OF ECUADOREAN FISHING BOAT NEEDS. IN JUNE 1972, LETTER FROM POLISH EMBASSY TO GOE OFFERED TECHNICAL ASSISTANCE, ADVISORS AND PROGRAMMING FOR DEVELOPMENT AND ESTABLISHMENT OF FISHING FLEET, FISH FREEZING AND SHIPPING INSTALLATIONS, AND PACKING AND SHIPPING PLANT. THIS WOULD HAVE BEEN FIRST KNOWN INSTANCE OF POLISH VENTURE IN ASSISTING ANOTHER COUNTRY'S FISHING INDUSTRY, ESPECIALLY SHORE FACILITIES. (REF. USDAO QUITO IR 6828 0046 72 AND IR 6828 0050 72).

10. ECUADOREAN OFFICIALS IN 1972 INDICATED RELUCTANCE TO ACCEPT POLISH OFFER WHICH, WHILE (#) WOULD OPEN DOOR TO INEVITABLE SUBVERSION. THEN AS NOW, ECUADOREAN OFFICIALS INDICATED THEY WOULD MUCH PREFER TO BUY FROM UNITED STATES.

11. IT IS NOW FAIRLY CLEAR TO US THAT SO-CALLED BI-NATIONAL FISHING COMPLEX OFFERED BY POLAND AND \$30 MILLION FISHING COMPLEX SOUGHT BY GOE ARE BASICALLY SEPARATE PROJECTS. AS FOR POLISH OFFER, IN VIEW OF APPARENT GOE

RELUCTANCE TO GRANT POLES ANY CONCESSIONS, AND EQUALLY
NEGATIVE POLISH ATTITUDE TOWARD EXTENDING FURTHER CREDIT
BECAUSE OF PAST EXPERIENCE IN ECUADOR, WE SEE LITTLE
POSSIBILITY OF POLISH MISSION REACHING ANY AGREEMENT
TOWARD COOPERATIVE VENTURE ON FISHERIES AT THIS TIME.
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NOTE BY OC/ T: QUITO 1647 (SEC 2 OF 2) (#) OMISSION IN PARA 10,
LINE 2. CORRECTION TO FOLLOW.

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